

## **Second Level Dealers Exporting Policy**

As per the Second Level Dealer agreement between your Company and Foley Incorporated, we would like to remind you that exporting Caterpillar parts outside of the United States is a violation of the TEPS agreement. This applies to Resellers and End Users alike.

In the event of an export parts sales violation, your Company will be re-invoiced by Foley, Inc. on the basis:

- The difference between the invoiced price to you and Caterpillar suggested fleet owner's net price.
- An Exporting fine from Caterpillar CES. (Certified Export Specialist)

To avoid any potential violations, it is important that all personnel within your dealership recognize possible export sales situations and decline this business.

In some cases, it may be more effective to designate a single individual in your organization to handle all parts inquiries that could involve exporting, especially from those who don't have an account set up with your company.

If you are contacted by an organization that you are not familiar with and some warning signs are evident, please feel free to contact me to find out if they are on the list that has been identified by Caterpillar as Resellers looking to export.